

Message Text

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17

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
----- 005391

R 071000Z SEP 75 ZDK
FM AMEMBASSY KUWAIT
TO AMERICAN MEDICORP INC
800 BARCLAY BLDG.
BALA-CYNWYD, PA. 19004
CABLE: AMEDICORP BCYN
INFO SECSTATE WASHDC 3621

UNCLAS KUWAIT 3662

E.O. 11652: N/A

TAGS: BGEN, KU

SUBJECT: KUWAIT NATIONAL TRADING AND CONTRACTING CO.

REF: COMMERCIAL CABLE OF 8/4/75

1. ABDULRAHMAN AL-KWISHER WELL-KNOWN, ESTABLISHED KUWAITI BUSINESSMAN. AL-BISHER PARTNER WITH ZAID AL-KAZEMI IN TRADING COMPANY AND HAS OTHER INTERESTS, INCLUDING REAL ESTATE, SOLELY IN HIS NAME. AL-BISHER'S SONS HAVE BECOME MORE ACTIVE IN FAMILY BUSINESS. EMBASSY HAS NO INFORMATION ON KUWAIT NATIONAL TRADING AND CONTRACTING CO. AS THIS IS NEW VENTURE. EMBASSY COMMERCIAL REPRESENTATIVE CALLED ON KNTCC AND IT APPEARS COMPANY IS ACTIVELY PURSUING GOVERNMENT TENDERS AND INTERESTED IN ESTABLISHING NEW CONTACTS WITH FOREIGN FIRMS.

2. WHILE COMPANY IS TOO NEW TO MAKE ANY JUDGEMENT ON ITS PERFORMANCE OR CAPABILITY, AL-BISHER HAS SOUND REPUTATION AND CAN BE RECOMMENDED AS PARTNER FOR U.S. FIRMS. PERINI CORP. OF FRAMINGHAM, MASS. RECENTLY WON TENDER FOR CONSTRUCTION OF 520 BED FAHAHEEL HOSPITAL IN KUWAIT. THEIR EXPERIENCE MAY BE USEFUL TO AMERICAN MEDICORP.

3. DEADLINE FOR SUBMISSION OF LETTERS OF INTEREST SEPT. 21. IT POSSIBLE DEADLINE WILL BE EXTENDED BUT AL-BISHER WILL HAVE TO DISCUSS THIS WITH CENTRAL TENDERS COMMITTEE. TENDERS FOR
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H IPITALS IN KUWAIT HAVE DRAWN WIDE INTERNATIONAL INTEREST

INITIALLY BUT NUMBER OF FIRMS FOLLOWING THROUGH TO ACTUAL
BIDDING STAGE IS RATHER SMALL. WE UNDERSTAND PERINI WAS ONE
OF ONLY TWO FIRMS TO MAKE FINAL BIDS ON FAHAHEEL HOSPITAL.
MAU

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KUWAIT03662
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750309-0772
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750975/aaaacolkel
Line Count: 65
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: RowellEO
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by MaustMC>; APPROVED <22 JAN 2004 by RowellEO>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KUWAIT NATIONAL TRADING AND CONTRACTING CO.
TAGS: BGEN, KU
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006